?ds

Set	Items	Description
S1	19	AU='JENNIGES JEFFREY M':AU='JENNIGES N'
S2	2	S1 AND INCENTIVE?
S3	42	AU='JACK J':AU='JACK K'
S4	6	S3 AND INCENTIVE?
S5	18	AU='BINZEN':AU='BINZEN W'
S6	6	S5 AND INCENTIVE?

Search performed by Sylvia Keys   December 30, 2002

```
File 344:Chinese Patents Abs Aug 1985-2002/Nov
         (c) 2002 European Patent Office
File 347:JAPIO Oct 1976-2002/Aug(Updated 021203)
         (c) 2002 JPO & JAPIO
File 350:Derwent WPIX 1963-2002/UD,UM &UP=200282
         (c) 2002  Thomson Derwent
File 348:EUROPEAN PATENTS 1978-2002/Dec W03
         (c) 2002 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20021226,UT=20021219
         (c) 2002 WIPO/Univentio
?ds

Set     Items    Description
S1        19     AU='JENNIGES JEFFREY M':AU='JENNIGES N'
S2         2     S1 AND INCENTIVE?
S3        42     AU='JACK J':AU='JACK K'
S4         6     S3 AND INCENTIVE?
S5        18     AU='BINZEN':AU='BINZEN W'
S6         6     S5 AND INCENTIVE?
```

Search performed by Sylvia Keys   December 30, 2002

```
File 344:Chinese Patents Abs Aug 1985-2002/Nov
         (c) 2002 European Patent Office
File 347:JAPIO Oct 1976-2002/Aug(Updated 021203)
         (c) 2002 JPO & JAPIO
File 350:Derwent WPIX 1963-2002/UD,UM &UP=200282
         (c) 2002  Thomson Derwent
File 348:EUROPEAN PATENTS 1978-2002/Dec W03
         (c) 2002 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20021226,UT=20021219
         (c) 2002 WIPO/Univentio

?ds

Set     Items   Description
S1         19   AU='JENNIGES JEFFREY M':AU='JENNIGES N'
S2          2   S1 AND INCENTIVE?
S3         42   AU='JACK J':AU='JACK K'
S4          6   S3 AND INCENTIVE?
S5         18   AU='BINZEN':AU='BINZEN W'
S6          6   S5 AND INCENTIVE?
```

•DIALOG(R)File 348:EUROPEAN PATENTS
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01268872
COMPUTERIZED INCENTIVE **SYSTEM**
PER COMPUTER REALISIERTES SYSTEM FUR KAUFANREIZE
SYSTEME D'ENCOURAGEMENT INFORMATISE
PATENT ASSIGNEE:
   Schoeneckers, Inc., (3255900), 7630 Bush Lake Road, Minneapolis, MN 55439
      , (US), (Applicant designated States: all)
INVENTOR:
   JENNIGES, Joseph, C. , 8630 Zachman Circle, Eden Prairie, MN 55344, (US)
   JACK, John, M., 2823 McKenzie Point Road, Wayzata, MN 55391, (US)
   BINZEN, Stephanie, 255 Robyns Glenn Road, Ocoee, Florida 34761, (US
LEGAL REPRESENTATIVE:
   Preuss, Udo, Dipl.-Ing. (88111), Maiwald Patentanwalts GmbH Elisenhof
      Elisenstrasse 3, 80335 Munchen, (DE)
PATENT (CC, No, Kind, Date): EP 1216449 A2 020626 (Basic)
                              WO 200113306 010222
APPLICATION (CC, No, Date):   EP 2000955605 000816; WO 2000US22497 000816
PRIORITY (CC, No, Date): US 376811 990818
DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
   LU; MC; NL; PT; SE
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: G06F-017/60
NOTE:
   No A-document published by EPO
LANGUAGE (Publication,Procedural,Application): English; English; English

COMPUTERIZED INCENTIVE **SYSTEM**
INVENTOR:
   JENNIGES, Joseph, C ...

DIALOG(R)File 349:PCT FULLTEXT
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00779722   **Image available**
COMPUTERIZED INCENTIVE **SYSTEM**
SYSTEME D'ENCOURAGEMENT INFORMATISE
Patent Applicant/Assignee:
   SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US
      (Residence), US (Nationality)
Inventor(s):
   JENNIGES Joseph C , 8630 Zachman Circle, Eden Prairie, MN 55344, US,
   JACK John M, 2823 McKenzie Point Road, Wayzata, MN 55391, US,
   BINZEN Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US
Legal Representative:
   VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box
      2938, Minneapolis, MN 55402, US,
Patent and Priority Information (Country, Number, Date):
   Patent: WO 200113306 A2 20010222 (WO 0113306)
   Application: WO 2000US22497 20000816 (PCT/WO US0022497)
   Priority Application: US 99376811 19990818
Designated States: CA
   (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
Publication Language: English
Filing Language: English
Fulltext Word Count: 8379

COMPUTERIZED INCENTIVE **SYSTEM**
Inventor(s):
   JENNIGES Joseph C ...

Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
  COMPUTERIZED **INCENTIVE** SYSTEM
  Field Of The Invention
  The present invention relates generally to a computerized **incentive**
  program, and more particularly to a system for stimulating and evaluating
  performance according to predetermined...

...ServiceSTM, B10 is a tradename of
Schoeneckers, Inc. All Rights Reserved.

  Back2round Of The Invention
   Incentive programs are typically offered by sponsoring organizations to
  promote the sales of their products or...

...to improve another measure of performance of participating employees and
  independent contractors of the sponsor. **Incentive** programs are also
  known as "promotions." Participants in **incentive** programs may be a
  natural person, an animal, or an organization.
  Participants can receive credits...

...Locke, E. & Latham, G., 1990,
  "A Test of the Mediating Role of Goals in the **Incentive** -Performance
  Relationship, Journal of Applied Psychology," Wright, P.M., 1989 and "The
  Influence of Monetary **Incentives** on Goal Choice, Goal Commitment and
  Task
  Performance, Organizational Behavior and Human Processes," Reidel, J...

...the most common use of goal-setting in business is in the establishment
  of quotas, **incentive** plans and
  bonus qualifiers. In general, such goals are established unilaterally by
  management, and because...

...goals are
  repeatedly presented to the participant.

  There is a need, therefore, for a computerized **incentive** system that
  overcomes all the above-described disadvantages. More specifically, there
  is a
  2
  need for a computerized **incentive** system that records self-selected
  goals and performance of participants, compares the performance to the...

...the present invention, which will be understood by reading and lo
  studying the following specification.

   Incentive is provided by storing goal data of a participant that
  includes at
  least one minimum...of a participant, response from the
  participant, and measurement of the response. A promotion or **incentive**
  program serves as the mechanism to capture responses to a solicitation,
  in which the promotion...

...employee or secondary sponsor who has either
  actively or passively enrolled in a sponsor's **incentive** program.
  Participants
  accumulate activity, receive **incentive** program communications and eam
  3o rewards based on point accumulations or relationships valued by the
  sponsor.

  5
  An **incentive** program rewards participants based on qualifying data. A

tier is a classification of a participant based on the participant's
earned value to the **incentive** program. Tier classes are associated with
rewards. A reward is any
one of the following...threaded operating environment on a computer, such
as computer I IO in FIG. 1. The **incentive** system includes the
incentive engine 2 1 0, goal data 220, performance
data230andaresult240. Theincentiveengine210receivesgoaldata220and
performance data 230, compares the...

...one or more levels of
performance required to be achieved by a participant in the **incentive**
system 200 in order to receive perquisite rewards. A perquisite reward is
a privilege, gain...

...220 includes selfselected goals entered by the participants, based on
the specific rules of the **incentive** program. Rules are based on sales,
productivity, cost savings or other type of performance desired...

...sponsor or with an agent of a sponsor, in which transactions are used in
the **incentive**
program to stimulate the qualification for promotions and record reward
results.
The system level overview...

...this section of the detailed description.

While the invention is not limited to any particular **incentive** program,
for sake of clarity a simplified **incentive** program has been described.

10
Promotion Rules
An **incentive** program is a set of promotion rules, business rules, or
goal
data, that are applied...

...a participant's performance data to determine
qualification for a reward.

In one embodiment, an **incentive** program coexists with another
promotion in which the rules of the promotion permit qualification in
other
promotions that are defined with overlapping time periods. In another
embodiment, an **incentive** program exists mutually exclusive of other
promotions. Promotions that are designated as exclusive will contain...
date. In another embodiment, the promotion rules indicate that rewards
are issued immediately after the **incentive** system identifies the reward
qualification. In another embodiment, the promotion rules indicate that a
participant...

...the invention is shown. This method is inclusive of the acts required by
the computerized **incentive** system.

Method 300 begins with either storing performance data of a participant
(block 320) or...230 in FIG. 2) or the participant in order to enhance
the effect of the **incentive** on a
14
participant In one embodiment, the heuristic modification/adaptation of
the goals includes...

...I IO in FIG. 1, and is inclusive of the acts required by the
computerized **incentive** system. In one embodiment, method 400 starts
before the storing of performance data (block 320...

...a list of the employees and independent agents that it desires to be
eligible for **incentive** (block 420). The list is stored (block 430), and

participation of the eligible participant will...

...1 0 in FIG. 1, and is inclusive of the acts required by the computerized **incentive** system. Method 500 starts by receiving perquisite reward data that corresponds to the goals of...1 0 in FIG.

1, and is inclusive of the acts required by the computerized **incentive** system.

Method 600 starts and thereafter, the rules of the **incentive** program promotion as described above are identified (block 625).

Thereafter, the promotion is initiated (block...

...as active or inactive. After the participant list is created (block 620) and after the **incentive** promotion is setup (block 635), the list of eligible participants is recorded (block 640). The...

...is entered (block 640), the goals of the participants (block 645) are determined. Thereafter, the **incentive** prograin products are sold (block 647), and thereafter, a file of sales transactions is created...

...will be determined and delivered to the participant.
The particular methods performed by the computerized **incentive** system of an exemplary embodiment of the invention have been described.

IMplementation
Turning now to...

...in the art, such as magnetic tape or CDROM. The data is entered into the **incentive** engine 735 where the data is stored
and analyzed. Furthennore, apparatus 700 includes records of...

...those skilled in the art. The performance database 745 transmits participant performance information to the **incentive** engine 735. Apparatus 700 includes records of participant member 750 that are transmitted for storage...

...skilled in the art. The member database 755 transmits participant perfon-nance information to the **incentive** engine 735.

Apparatus 700 includes records of **incentive** program parameters 760 that are transmitted for storage in the program parameters database 765. The
...
...RDBMS) manufactured by Oracle Corp. The member database 765 transmits participant performance information to the **incentive** engine 735. The **incentive** engine 735 analyses the received inforrnation, and transmits to a printer 770 reports describing earned reward data that are printed 780. Furthermore, the reward data is transmitted by the **incentive** engine 735 to a database of reward information 785. In other embodiments not shown, reports...

...system phone, or other output means well-known to those skilled in the art.

The **incentive** engine 735 will generate reports on participant enrollment
statistics, such as.

0 Scheduled reports detailing...

...pre-defined or pre-programmed.

20
Audits that detail the size and activity of each **incentive** program campaign, broken down by segments.

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The **incentive** engine 735 will validate received data to ensure integrity of the data. For example, program...

...consistency with program data, and goal and
performance data will be verified for consistency with **incentive** program
parameters.

Turning now to FIG. 8, the diagram illustrates a particular
implementation 800 of...

...methods described in conjunction with FIGS. 3, 4, 5 and 6. System 800 is
computerized **incentive** program system that includes a storage system for
storing predetermined goal data of a participant...

...to the fields described above, and other pertinent fields can be
included.

Conclusion
A computerized **incentive** system has been described. Although specific
embodiments have been illustrated and described herein, it will...
...the RDBMS described above.

The terminology used in this application with respect to a computerized
 incentive system is meant to include all of these environments.
Therefore, it is manifestly intended that...

Claim
I A method for providing **incentive** comprising:
storing predetermined goal data of a participant, the goal data
including at least one...

...performance as the desired level of performance is
determined by the participant.

30 A computerized **incentive** program system comprising:
a storage system for storing predetermined goal data of a participant
and...

...the comparator for transmitting
the result of the comparison to a destination.

31 The computerized **incentive** program system of claim 30, wherein the
transmitter encodes the result pursuant to the capabilities...display
monitor, a personal digital assistant, and a personal communication
system phone.
27
. The computerized **incentive** program system of claim 30, wherein the
storage system is a computer executing a relational database management
system.

33 The computerized **incentive** program system of claim 30, wherein the
destination includes one or more devices selected from...

...monitor, a personal digital assistant, and a personal communication
system phone. io 34. The computerized **incentive** program system of claim
30, wherein the predetennined goal data further comprises an
identification of...

...one minimum threshold level of performance as the desired level of
performance.

35 The computerized **incentive** program system of claim 34, wherein the
at least

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one minimum threshold level of performance...

.DIALOG(R)File 350:Derwent WPIX
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013967058   **Image available**
WPI Acc No: 2001-451272/200148
Related WPI Acc No: 2001-441185; 2001-451269
XRPX Acc No: N01-334168
  **Computerized auction system using multiple purchase media with different
  program units to receive and display bids according to a particular
  program allowing use of different media types and currencies**
Patent Assignee: SCHOENECKERS INC (SCHO-N)
Inventor: BINZEN S; **JACK J M**
Number of Countries: 026 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200122321	A2	20010329	WO 2000US25777	A	20000921	200148	B
EP 1218840	A2	20020703	EP 2000965200	A	20000921	200251	
			WO 2000US25777	A	20000921		

Priority Applications (No Type Date): US 2000637728 A 20000811; US 99155282
  P 19990921
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200122321	A2	E	62	G06F-017/60	

    Designated States (National): CA
    Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
  MC NL PT SE

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
EP 1218840	A2	E		G06F-017/60	Based on patent WO 200122321

    Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
    LI LT LU LV MC MK NL PT RO SE SI

  ...Inventor: **JACK J M**

Abstract (Basic):
...   An **incentive** reward system (206) implements rules of
  incentive rewards and a participant supplies personal details and then
  goes to the auction page showing...

DIALOG(R)File 350:Derwent WPIX
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013773345   **Image available**
WPI Acc No: 2001-257556/200126
XRPX Acc No: N01-183729
  Computerized incentive **program has comparing historical performance
  data to predetermined goal of participant and generating result**
Patent Assignee: SCHOENECKERS INC (SCHO-N)
Inventor: BINZEN S; **JACK J M** ; JENNIGES J C
Number of Countries: 020 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200113306	A2	20010222	WO 2000US22497	A	20000816	200126	B
EP 1216449	A2	20020626	EP 2000955605	A	20000816	200249	
			WO 2000US22497	A	20000816		

Priority Applications (No Type Date): US 99376811 A 19990818
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200113306	A2	E	32	G06F-017/60	

    Designated States (National): CA
    Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
    MC NL PT SE

                    Search performed by Sylvia Keys   December 30, 2002

EP 1216449   A2 E   G06F-017/60   Based on patent WO 200113306
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
LU MC NL PT SE

Computerized incentive **program has comparing historical performance
data to predetermined goal of participant and generating result**
...Inventor: **JACK J M**

 4/3,K/3   (Item 3 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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012661481   **Image available**
WPI Acc No: 1999-467586/199939
XRPX Acc No: N99-349030
  Computerized incentive **program system for sales promotion**
Patent Assignee: BI PERFORMANCE SERVICES (BIPE-N)
Inventor: BINZEN S A; CARSON-GAMAUF Y A; **JACK J M**
Number of Countries: 001 Number of Patents: 001
Patent Family:
Patent No   Kind   Date   Applicat No   Kind   Date   Week
US 5915244   A   19990622 US 96775493   A   19961231 199939 B

Priority Applications (No Type Date): US 96775493 A 19961231
Patent Details:
Patent No   Kind Lan Pg   Main IPC   Filing Notes
US 5915244   A   23 G06F-015/21

  Computerized incentive **program system for sales promotion**
...Inventor: **JACK J M**

Abstract (Basic):
...   to a program participant for a value of a portion of the award
   balance, when **incentive** program is completed. The value of the
   certificate is tracked by a serial number and...
...   The figure shows block diagram of computerized **incentive**
   program system...

 4/3,K/4   (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01268872
COMPUTERIZED INCENTIVE **SYSTEM**
PER COMPUTER REALISIERTES SYSTEM FUR KAUFANREIZE
SYSTEME D'ENCOURAGEMENT INFORMATISE
PATENT ASSIGNEE:
   Schoeneckers, Inc., (3255900), 7630 Bush Lake Road, Minneapolis, MN 55439
    , (US), (Applicant designated States: all)
INVENTOR:
   JENNIGES, Joseph, C., 8630 Zachman Circle, Eden Prairie, MN 55344, (US)
    JACK, John, M. , 2823 McKenzie Point Road, Wayzata, MN 55391, (US)
   BINZEN, Stephanie, 255 Robyns Glenn Road, Ocoee, Florida 34761, (US
LEGAL REPRESENTATIVE:
   Preuss, Udo, Dipl.-Ing. (88111), Maiwald Patentanwalts GmbH Elisenhof
      Elisenstrasse 3, 80335 Munchen, (DE)
PATENT (CC, No, Kind, Date): EP 1216449 A2 020626 (Basic)
                              WO 200113306 010222
APPLICATION (CC, No, Date):   EP 2000955605 000816; WO 2000US22497 000816
PRIORITY (CC, No, Date): US 376811 990818
DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
   LU; MC; NL; PT; SE
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

                Search performed by Sylvia Keys   December 30, 2002

INTERNATIONAL PATENT CLASS: G06F-017/60
.NOTE:.
  No A-document published by EPO
LANGUAGE (Publication,Procedural,Application): English; English; English

COMPUTERIZED INCENTIVE **SYSTEM**
INVENTOR:
... US)
   JACK, John, M ...

 4/3,K/5   (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00788807   **Image available**
COMPUTERIZED AUCTION SYSTEM USING MULTIPLE PURCHASE MEDIA
SYSTEME DE VENTE AUX ENCHERES INFORMATISE UTILISANT PLUSIEURS SUPPORTS
     D'ACHAT
Patent Applicant/Assignee:
  SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US
     (Residence), US (Nationality)
Inventor(s):
  JACK John M , 2823 McKenzie Point Road, Wayzata, MN 55391, US,
  BINZEN Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US
Legal Representative:
  VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box
     2938, Minneapolis, MN 55402, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200122321 A2 20010329 (WO 0122321)
  Application: WO 2000US25777 20000921 (PCT/WO US0025777)
  Priority Application: US 99155282 19990921; US 2000637728 20000811
Designated States: CA
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
Publication Language: English
Filing Language: English
Fulltext Word Count: 11503

Inventor(s):
  JACK John M ...
Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... United States dollars.

   However, there are many other mediums of exchange. One example is
   the **incentive** program. **Incentive** programs are typically offered by
   sponsoring organizations to promote the sales of their products or...

...to improve another measure of performance of participating employees and
   independent contractors of the sponsor. **Incentive** programs are also
   known as "promotions."
   Participants can receive credits in the form of a...

...and/or services.

   A disadvantage of auction web sites is that the user cannot redeem
    incentive program reward media, such as frequent buyer points at these
   sites. A I 0 further...the context
   of one or more auction programs. An auction program is part of an
   incentives reward program, and has parameters that are determined by a
   sponsor of the auction program...

                Search performed by Sylvia Keys   December 30, 2002

...sponsor of a program is generally an entity that wishes to provide some kind of **incentive** to participants in the program. For example, a car manufacturer can be a sponsor of an **incentive** program that provides **incentive** rewards to encourage participants to sell more cars. In this case, participants would comprise persons involved in selling cars. It should be noted that the invention is not limited to **incentive** programs in a sales environment.

7
Other types of program environments include safety, quality, and...

...Such programs are within the scope of the invention, and the use of the term " **incentive** program" is meant to include these environments.

The parameters of an auction program in one...invention. Environment 200 includes a client web browser 202, an auction server 204, and an **incentive** program system 206.

9
Web browser 202 can be any of a number of web...types supported by the system. In one embodiment of the invention, the media types include **incentive** reward points, frequent user or frequent buyer points. In addition, the media types can include ...value (CSV) file. In a still further embodiment, the repository can be an Oracle database.

Incentive reward system 206 is a system that implements the rules of an **incentive** reward system, and that also tracks the number of reward points awarded to a participant. In one embodiment of the invention, the **incentive** reward system is the AwardperQs reward system available from Schocneckers, Inc. The auction server 204 communicates with **incentive** program system 206 at predetermined times to deten-nine if the successful bidder has enough...of the invention, the auction engine will be connected to the 'der's database or **incentive** program system 206 so that confin-nation of provi balances can occur automatically.

Bid amounts...of program being offered. In one embodiment of the invention, the bid media is an **incentive** reward media, such as points in an **incentive** award system, a frequent flyer mile, or a frequent buyer award. In an alternative embodiment...

...204
receives a new bid from a participant (block 402).

The server then determines which **incentive** program the participant submitting the bid belongs to and reads program data for the program...

...in the
methods illustrated in FIGs. 3 and 4 have been described in terms of **incentive** reward amounts. In an alternative embodiment of the invention, the program data can be substituted...

...of the Invention
FIGs. 5-13 illustrate inventive aspects of one embodiment of a computerized **incentive** reward system 200, having an auction component. FIGs.

5-13 illustrate various screen displays as...P.O. boxes to be specified as an address. In some embodiments of the invention, **incentive** programs that provide for the electronic storage of reward
23
media are represented by program...window, information about the program

can be displayed to the
participant. For example, assume the **incentive** program is meant to
provide **incentive** to sell computer systems. The advertising window 702
can display
24
information about reduced prices...

...participant can pass on to their customers in order to increase sales,
and thereby accumulate **incentive** reward points that can be used in the
auction.

Upon entry of a valid user...amounts in the denomination and units
appropriate to their programs. Thus, a participant of one **incentive**
program may see a different current bid amount than a participant in
another program.

However...participant's
noti I I 1
winning bid could not be accepted.
Conclusion
A computerized **incentive** system with an Internet auction component has
been described. The embodiments of the invention provide advantages over
previous systems. The system provides an auction environment in which
I 0 **incentive** reward points can be used to bid on items. The use of
incentive award points is advantageous, because a participant is more
likely to bid when they know...

...variations of the present invention.

For example, the systems and methods described above have used
incentive reward points or media as medium of exchange,

Claim
... The computerized auction system of claim 1, wherein the first media
type is a first **incentive** reward media and the second media type is a
second **incentive** reward media. 3 . The computerized auction system of
claim 1, wherein the first media type...

...computerized method of claim 7, wherein the first media type is a
1 5 first **incentive** reward media and the second media type is a second
incentive reward media.
9 The computerized method of claim 7, wherein the first media type is
method of claim IO, wherein the first media type is a first **incentive**
reward media and the second media type is a second **incentive** reward
media.

12 The computerized method of claim 1 0, wherein the first media type...

...The computer readable medium of claim 13, wherein the first media type
is a first **incentive** reward media and the second media type is a second
incentive reward media.

15 The computer readable medium of claim 13, wherein the first media type
...

...The computer readable medium of claim 16, wherein the first media type
is a first **incentive** reward media and the second media type is a second
incentive reward media.

18 The computer readable medium of claim 16, wherein the first media type
...

4/3,K/6   (Item 2 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00779722   **Image available**
COMPUTERIZED INCENTIVE **SYSTEM**
SYSTEME D'ENCOURAGEMENT INFORMATISE
Patent Applicant/Assignee:
  SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US
    (Residence), US (Nationality)
Inventor(s):
  JENNIGES Joseph C, 8630 Zachman Circle, Eden Prairie, MN 55344, US,
  JACK John M , 2823 McKenzie Point Road, Wayzata, MN 55391, US,
  BINZEN Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US
Legal Representative:
  VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box
    2938, Minneapolis, MN 55402, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200113306 A2 20010222 (WO 0113306)
  Application: WO 2000US22497 20000816   (PCT/WO US0022497)
  Priority Application: US 99376811 19990818
Designated States: CA
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
Publication Language: English
Filing Language: English
Fulltext Word Count: 8379

COMPUTERIZED INCENTIVE **SYSTEM**
Inventor(s):
... **JACK John M**
Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
  COMPUTERIZED **INCENTIVE** SYSTEM
  Field Of The Invention
  The present invention relates generally to a computerized **incentive**
  program, and more particularly to a system for stimulating and evaluating
  performance according to predetermined...

...ServiceSTM, B10 is a tradename of
  Schoeneckers, Inc. All Rights Reserved.

  Back2round Of The Invention
   Incentive programs are typically offered by sponsoring organizations to
  promote the sales of their products or...
...to improve another measure of performance of participating employees and
  independent contractors of the sponsor. **Incentive** programs are also
  known as "promotions." Participants in **incentive** programs may be a
  natural person, an animal, or an organization.

  Participants can receive credits...

...Locke, E. & Latham, G., 1990,
  "A Test of the Mediating Role of Goals in the **Incentive** -Performance
  Relationship, Journal of Applied Psychology," Wright, P.M., 1989 and "The
  Influence of Monetary **Incentives** on Goal Choice, Goal Commitment and
  Task
  Performance, Organizational Behavior and Human Processes," Reidel, J...

...the most common use of goal-setting in business is in the establishment
  of quotas, **incentive** plans and
  bonus qualifiers. In general, such goals are established unilaterally by
  management, and because...

...goals are

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repeatedly presented to the participant.
There is a need, therefore, for a computerized **incentive** system that overcomes all the above-described disadvantages. More specifically, there is a
2
need for a computerized **incentive** system that records self-selected goals and performance of participants, compares the performance to the...

...the present invention, which will be understood by reading and lo studying the following specification.

Incentive is provided by storing goal data of a participant that includes at
least one minimum...of a participant, response from the
participant, and measurement of the response. A promotion or **incentive** program serves as the mechanism to capture responses to a solicitation, in which the promotion...

...employee or secondary sponsor who has either
actively or passively enrolled in a sponsor's **incentive** program. Participants
accumulate activity, receive **incentive** program communications and eam
3o rewards based on point accumulations or relationships valued by the sponsor.

5
An **incentive** program rewards participants based on qualifying data. A tier is a classification of a participant based on the participant's
earned value to the **incentive** program. Tier classes are associated with rewards. A reward is any
one of the following...threaded operating environment on a computer, such as computer I 1O in FIG. 1. The **incentive** system includes the
incentive engine 2 1 0, goal data 220, performance
data230andaresult240. Theincentiveengine21Oreceivesgoaldata220and
performance data 230, compares the...

...one or more levels of
performance required to be achieved by a participant in the **incentive** system 200 in order to receive perquisite rewards. A perquisite reward is a privilege, gain...

...220 includes selfselected goals entered by the participants, based on the specific rules of the **incentive** program. Rules are based on sales, productivity, cost savings or other type of performance desired...
...sponsor or with an agent of a sponsor, in which transactions are used in the **incentive**
program to stimulate the qualification for promotions and record reward results.

The system level overview...

...this section of the detailed description.

While the invention is not limited to any particular **incentive** program, for sake of clarity a simplified **incentive** program has been described.

10
Promotion Rules
An **incentive** program is a set of promotion rules, business rules, or goal
data, that are applied...

...a participant's performance data to determine
qualification for a reward.

In one embodiment, an **incentive** program coexists with another promotion in which the rules of the promotion permit qualification in other promotions that are defined with overlapping time periods. In another embodiment, an **incentive** program exists mutually exclusive of other promotions. Promotions that are designated as exclusive will contain... date. In another embodiment, the promotion rules indicate that rewards are issued immediately after the **incentive** system identifies the reward qualification. In another embodiment, the promotion rules indicate that a participant...

...the invention is shown. This method is inclusive of the acts required by the computerized **incentive** system.

Method 300 begins with either storing performance data of a participant (block 320) or...230 in FIG. 2) or the participant in order to enhance the effect of the **incentive** on a
14
participant In one embodiment, the heuristic modification/adaptation of the goals includes...

...I IO in FIG. 1, and is inclusive of the acts required by the computerized **incentive** system. In one embodiment, method 400 starts before the storing of performance data (block 320...

...a list of the employees and independent agents that it desires to be eligible for **incentive** (block 420). The list is stored (block 430), and participation of the eligible participant will...

...1 0 in FIG. 1, and is inclusive of the acts required by the computerized **incentive** system. Method 500 starts by receiving perquisite reward data that corresponds to the goals of...1 0 in FIG.

1, and is inclusive of the acts required by the computerized **incentive** system.

Method 600 starts and thereafter, the rules of the **incentive** program promotion as described above are identified (block 625).

Thereafter, the promotion is initiated (block...

...as active or inactive. After the participant list is created (block 620) and after the **incentive** promotion is setup (block 635), the list of eligible participants is recorded (block 640). The...
...is entered (block 640), the goals of the participants (block 645) are determined. Thereafter, the **incentive** prograin products are sold (block 647), and thereafter, a file of sales transactions is created...

...will be determined and delivered to the participant.

The particular methods performed by the computerized **incentive** system of an exemplary embodiment of the invention have been described.

IMplementation
Turning now to...

...in the art, such as magnetic tape or CDROM. The data is entered into the **incentive** engine 735 where the data is stored and analyzed. Furthennore, apparatus 700 includes records of...

...those skilled in the art. The performance database 745 transmits participant performance information to the **incentive** engine 735. Apparatus 700 includes records of participant member 750 that are transmitted for storage...

...skilled in the art. The member database 755 transmits participant perfon-nance information to the **incentive** engine 735.

Apparatus 700 includes records of **incentive** program parameters 760 that are transmitted for storage in the program parameters database 765. The ...

...RDBMS) manufactured by Oracle Corp. The member database 765 transmits participant performance information to the **incentive** engine 735. The **incentive** engine 735 analyses the received inforrnation, and transmits to a printer 770 reports describing earned reward data that are printed 780. Furthermore, the reward data is transmitted by the **incentive** engine 735 to a database of reward information 785. In other embodiments not shown, reports...

...system phone, or other output means well-known to those skilled in the art.

The **incentive** engine 735 will generate reports on participant enrollment
statistics, such as.

0 Scheduled reports detailing...
...pre-defined or pre-programmed.

20
Audits that detail the size and activity of each **incentive** program campaign, broken down by segments.

The **incentive** engine 735 will validate received data to ensure integrity of the data. For example, program...

...consistency with program data, and goal and
performance data will be verified for consistency with **incentive** program
parameters.

Turning now to FIG. 8, the diagram illustrates a particular implementation 800 of...

...methods described in conjunction with FIGS. 3, 4, 5 and 6. System 800 is computerized **incentive** program system that includes a storage system for
storing predetermined goal data of a participant...
...to the fields described above, and other pertinent fields can be included.

Conclusion
A computerized **incentive** system has been described. Although specific embodiments have been illustrated and described herein, it will...

...the RDBMS described above.

The terminology used in this application with respect to a computerized **incentive** system is meant to include all of these environments. Therefore, it is manifestly intended that...

Claim
I A method for providing **incentive** comprising:
storing predetermined goal data of a participant, the goal data including at least one...

...performance as the desired level of performance is determined by the participant.

30 A computerized **incentive** program system comprising:
a storage system for storing predetermined goal data of a participant
and...

...the comparator for transmitting
the result of the comparison to a destination.

31 The computerized **incentive** program system of claim 30, wherein the
transmitter encodes the result pursuant to the capabilities...display
monitor, a personal digital assistant, and a personal communication
system phone.
27
. The computerized **incentive** program system of claim 30, wherein the
storage system is a computer executing a relational database management
system.

33 The computerized **incentive** program system of claim 30, wherein the
destination includes one or more devices selected from...

...monitor, a personal digital assistant, and a personal communication
system phone. io 34. The computerized **incentive** program system of claim
30, wherein the predetennined goal data further comprises an
identification of...

...one minimum threshold level of performance as the desired level of
performance.

35 The computerized **incentive** program system of claim 34, wherein the
at least
one minimum threshold level of performance...

DIALOG(R)File 350:Derwent WPIX
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013967058   **Image available**
WPI Acc No: 2001-451272/200148
Related WPI Acc No: 2001-441185; 2001-451269
XRPX Acc No: N01-334168
   **Computerized auction system using multiple purchase media with different
   program units to receive and display bids according to a particular
   program allowing use of different media types and currencies**
Patent Assignee: SCHOENECKERS INC (SCHO-N)
Inventor: **BINZEN S** ; JACK J M
Number of Countries: 026 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200122321	A2	20010329	WO 2000US25777	A	20000921	200148	B
EP 1218840	A2	20020703	EP 2000965200	A	20000921	200251	
			WO 2000US25777	A	20000921		

Priority Applications (No Type Date): US 2000637728 A 20000811; US 99155282
   P 19990921
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200122321	A2	E	62	G06F-017/60	

   Designated States (National): CA
   Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
   MC NL PT SE

| EP 1218840 | A2 | E | | G06F-017/60 | Based on patent WO 200122321 |

   Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT
   LI LT LU LV MC MK NL PT RO SE SI

Inventor: **BINZEN S ...**

Abstract (Basic):
...   An **incentive** reward system (206) implements rules of
   incentive rewards and a participant supplies personal details and then
   goes to the auction page showing...

DIALOG(R)File 350:Derwent WPIX
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013773345   **Image available**
WPI Acc No: 2001-257556/200126
XRPX Acc No: N01-183729
   Computerized incentive **program has comparing historical performance
   data to predetermined goal of participant and generating result**
Patent Assignee: SCHOENECKERS INC (SCHO-N)
Inventor: **BINZEN S** ; JACK J M; JENNIGES J C
Number of Countries: 020 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200113306	A2	20010222	WO 2000US22497	A	20000816	200126	B
EP 1216449	A2	20020626	EP 2000955605	A	20000816	200249	
			WO 2000US22497	A	20000816		

Priority Applications (No Type Date): US 99376811 A 19990818
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200113306	A2	E	32	G06F-017/60	

   Designated States (National): CA
   Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU
   MC NL PT SE

                Search performed by Sylvia Keys   December 30, 2002

EP 1216449   A2 E   G06F-017/60   Based on patent WO 200113306
   Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
   LU MC NL PT SE

   Computerized incentive **program has comparing historical performance
   data to predetermined goal of participant and generating result**
Inventor: **BINZEN S ...**

   6/3,K/3   (Item 3 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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012661481   **Image available**
WPI Acc No: 1999-467586/199939
XRPX Acc No: N99-349030
   Computerized incentive **program system for sales promotion**
Patent Assignee: BI PERFORMANCE SERVICES (BIPE-N)
Inventor: **BINZEN S A** ; CARSON-GAMAUF Y A; JACK J M
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 5915244	A	19990622	US 96775493	A	19961231	199939	B

Priority Applications (No Type Date): US 96775493 A 19961231
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 5915244	A		23	G06F-015/21	

   Computerized incentive **program system for sales promotion**
Inventor: **BINZEN S A ...**

Abstract (Basic):
...   to a program participant for a value of a portion of the award
   balance, when **incentive** program is completed. The value of the
   certificate is tracked by a serial number and...
...   The figure shows block diagram of computerized **incentive**
   program system...

   6/3,K/4   (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01268872
COMPUTERIZED INCENTIVE **SYSTEM**
PER COMPUTER REALISIERTES SYSTEM FUR KAUFANREIZE
SYSTEME D'ENCOURAGEMENT INFORMATISE
PATENT ASSIGNEE:
   Schoeneckers, Inc., (3255900), 7630 Bush Lake Road, Minneapolis, MN 55439
    , (US), (Applicant designated States: all)
INVENTOR:
   JENNIGES, Joseph, C., 8630 Zachman Circle, Eden Prairie, MN 55344, (US)
   JACK, John, M., 2823 McKenzie Point Road, Wayzata, MN 55391, (US)
   BINZEN , Stephanie, 255 Robyns Glenn Road, Ocoee, Florida 34761, (US
LEGAL REPRESENTATIVE:
   Preuss, Udo, Dipl.-Ing. (88111), Maiwald Patentanwalts GmbH Elisenhof
      Elisenstrasse 3, 80335 Munchen, (DE)
PATENT (CC, No, Kind, Date): EP 1216449 A2 020626 (Basic)
                              WO 200113306 010222
APPLICATION (CC, No, Date):   EP 2000955605 000816; WO 2000US22497 000816
PRIORITY (CC, No, Date): US 376811 990818
DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
   LU; MC; NL; PT; SE
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

               Search performed by Sylvia Keys   December 30, 2002

INTERNATIONAL PATENT CLASS: G06F-017/60
NOTE:
  No A-document published by EPO
LANGUAGE (Publication,Procedural,Application): English; English; English

COMPUTERIZED INCENTIVE **SYSTEM**
INVENTOR:
... US)
  BINZEN , Stephanie...

 6/3,K/5   **(Item 1 from file: 349)**
DIALOG(R)File 349:PCT FULLTEXT
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00788807   **Image available**
COMPUTERIZED AUCTION SYSTEM USING MULTIPLE PURCHASE MEDIA
SYSTEME DE VENTE AUX ENCHERES INFORMATISE UTILISANT PLUSIEURS SUPPORTS
    D'ACHAT
Patent Applicant/Assignee:
  SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US
    (Residence), US (Nationality)
Inventor(s):
  JACK John M, 2823 McKenzie Point Road, Wayzata, MN 55391, US,
  BINZEN Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US
Legal Representative:
  VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box
    2938, Minneapolis, MN 55402, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200122321 A2 20010329 (WO 0122321)
  Application: WO 2000US25777 20000921 (PCT/WO US0025777)
  Priority Application: US 99155282 19990921; US 2000637728 20000811
Designated States: CA
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
Publication Language: English
Filing Language: English
Fulltext Word Count: 11503

Inventor(s):
... **BINZEN** Stephanie
Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... United States dollars.

  However, there are many other mediums of exchange. One example is
  the **incentive** program. **Incentive** programs are typically offered by
  sponsoring organizations to promote the sales of their products or...

  ...to improve another measure of performance of participating employees and
  independent contractors of the sponsor. **Incentive** programs are also
  known as "promotions."
  Participants can receive credits in the form of a...

  ...and/or services.
  A disadvantage of auction web sites is that the user cannot redeem
  incentive program reward media, such as frequent buyer points at these
  sites. A I 0 further...the context
  of one or more auction programs. An auction program is part of an
  incentives reward program, and has parameters that are determined by a
  sponsor of the auction program...

  ...sponsor of a program is generally an entity that wishes to provide some

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kind of **incentive** to participants in the program. For example, a car manufacturer can be a sponsor of an **incentive** program that provides **incentive** rewards to encourage participants to sell more cars. In this case, participants would comprise persons involved in selling cars. It should be noted that the invention is not limited to **incentive** programs in a sales environment.

7
Other types of program environments include safety, quality, and...

...Such programs are within the scope of the invention, and the use of the term " **incentive** program" is meant to include these environments.

The parameters of an auction program in one...invention. Environment 200 includes a client web browser 202, an auction server 204, and an **incentive** program system 206.

9
Web browser 202 can be any of a number of web...types supported by the system. In one embodiment of the invention, the media types include **incentive** reward points, frequent user or frequent buyer points. In addition, the media types can include ...value (CSV) file. In a still further embodiment, the repository can be an Oracle database.

Incentive reward system 206 is a system that implements the rules of an **incentive** reward system, and that also tracks the number of reward points awarded to a participant. In one embodiment of the invention, the **incentive** reward system is the AwardperQs reward system available from Schocneckers, Inc. The auction server 204 communicates with **incentive** program system 206 at predetermined times to deten-nine if the successful bidder has enough...of the invention, the auction engine will be connected to the 'der's database or **incentive** program system 206 so that confin-nation of provi balances can occur automatically.

Bid amounts...of program being offered. In one embodiment of the invention, the bid media is an **incentive** reward media, such as points in an **incentive** award system, a frequent flyer mile, or a frequent buyer award. In an alternative embodiment...

...204
receives a new bid from a participant (block 402).

The server then determines which **incentive** program the participant submitting the bid belongs to and reads program data for the program...

...in the
methods illustrated in FIGs. 3 and 4 have been described in terms of **incentive** reward amounts. In an alternative embodiment of the invention, the program data can be substituted...

...of the Invention
FIGs. 5-13 illustrate inventive aspects of one embodiment of a computerized **incentive** reward system 200, having an auction component. FIGs. 5-13 illustrate various screen displays as...P.O. boxes to be specified as an address. In some embodiments of the invention, **incentive** programs that provide for the electronic storage of reward
23
media are represented by program...window, information about the program can be displayed to the participant. For example, assume the **incentive** program is meant to

provide **incentive** to sell computer systems. The advertising window 702
can display
24
information about reduced prices...

...participant can pass on to their customers in order to increase sales,
and thereby accumulate **incentive** reward points that can be used in the
auction.

Upon entry of a valid user...amounts in the denomination and units
appropriate to their programs. Thus, a participant of one **incentive**
program may see a different current bid amount than a participant in
another program.

However...participant's
noti I I 1
winning bid could not be accepted.

Conclusion
A computerized **incentive** system with an Internet auction component has
been described. The embodiments of the invention provide advantages over
previous systems. The system provides an auction environment in which
I 0 **incentive** reward points can be used to bid on items. The use of
incentive award points is advantageous, because a participant is more
likely to bid when they know...

...variations of the present invention.

For example, the systems and methods described above have used
incentive reward points or media as medium of exchange,

Claim
... The computerized auction system of claim 1, wherein the first media
type is a first **incentive** reward media and the second media type is a
second **incentive** reward media. 3 . The computerized auction system of
claim 1, wherein the first media type...
...computerized method of claim 7, wherein the first media type is a
1 5 first **incentive** reward media and the second media type is a second
incentive reward media.

9 The computerized method of claim 7, wherein the first media type is
method of claim IO, wherein the first media type is a first **incentive**
reward media and the second media type is a second **incentive** reward
media.

12 The computerized method of claim 1 0, wherein the first media type...

...The computer readable medium of claim 13, wherein the first media type
is a first **incentive** reward media and the second media type is a second
incentive reward media.

15 The computer readable medium of claim 13, wherein the first media type
...

...The computer readable medium of claim 16, wherein the first media type
is a first **incentive** reward media and the second media type is a second
incentive reward media.
18 The computer readable medium of claim 16, wherein the first media type
...

6/3,K/6   (Item 2 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

Search performed by Sylvia Keys   December 30, 2002

00779722   **Image available**
COMPUTERIZED INCENTIVE **SYSTEM**
SYSTÈME D'ENCOURAGEMENT INFORMATISE
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  Application: WO 2000US22497 20000816 (PCT/WO US0022497)
  Priority Application: US 99376811 19990818
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...ServiceSTM, B10 is a tradename of
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  "A Test of the Mediating Role of Goals in the **Incentive** -Performance
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  Influence of Monetary **Incentives** on Goal Choice, Goal Commitment and
  Task
  Performance, Organizational Behavior and Human Processes," Reidel, J...

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  There is a need, therefore, for a computerized **incentive** system that

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   Incentive is provided by storing goal data of a participant that includes at
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...employee or secondary sponsor who has either actively or passively enrolled in a sponsor's **incentive** program. Participants
accumulate activity, receive **incentive** program communications and eam 3o rewards based on point accumulations or relationships valued by the sponsor.

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...220 includes selfselected goals entered by the participants, based on the specific rules of the **incentive** program. Rules are based on sales, productivity, cost savings or other type of performance desired...
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The system level overview...

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date. In another embodiment, the promotion rules indicate that rewards
are issued immediately after the **incentive** system identifies the reward
qualification. In another embodiment, the promotion rules indicate that a
participant...

...the invention is shown. This method is inclusive of the acts required by
the computerized **incentive** system.

Method 300 begins with either storing performance data of a participant
(block 320) or...230 in FIG. 2) or the participant in order to enhance
the effect of the **incentive** on a
14
participant In one embodiment, the heuristic modification/adaptation of
the goals includes...

...I IO in FIG. 1, and is inclusive of the acts required by the
computerized **incentive** system. In one embodiment, method 400 starts
before the storing of performance data (block 320...

...a list of the employees and independent agents that it desires to be
eligible for **incentive** (block 420). The list is stored (block 430), and
participation of the eligible participant will...

...1 0 in FIG. 1, and is inclusive of the acts required by the computerized
incentive system. Method 500 starts by receiving perquisite reward data
that corresponds to the goals of...1 0 in FIG.

1, and is inclusive of the acts required by the computerized **incentive**
system.

Method 600 starts and thereafter, the rules of the **incentive** program
promotion as described above are identified (block 625).

Thereafter, the promotion is initiated (block...

...as active or inactive. After the participant list is created (block 620)
and after the **incentive** promotion is setup (block 635), the list of
eligible participants is recorded (block 640). The...
...is entered (block 640), the goals of the participants (block 645) are
determined. Thereafter, the **incentive** prograin products are sold (block
647), and thereafter, a file of sales transactions is created...

...will be determined and delivered to the participant.

The particular methods performed by the computerized **incentive** system
of an exemplary embodiment of the invention have been described.

IMplementation
Turning now to...

...in the art, such as magnetic tape or CDROM. The data is entered into the
incentive engine 735 where the data is stored
and analyzed. Furthennore, apparatus 700 includes records of...

...those skilled in the art. The performance database 745 transmits
participant performance information to the **incentive** engine 735.
Apparatus 700 includes records of participant member 750 that are
transmitted for storage...

...skilled in the art. The member database 755 transmits participant
perfon-nance information to the **incentive** engine 735.

Search performed by Sylvia Keys   December 30, 2002

Apparatus 700 includes records of **incentive** program parameters 760 that
are transmitted for storage in the program parameters database 765. The
...

...RDBMS) manufactured by Oracle Corp. The member database 765 transmits
participant performance information to the **incentive** engine 735. The
incentive engine 735 analyses the received inforrnation, and transmits
to a printer 770 reports describing earned reward data that are printed
780. Furthermore, the reward data is transmitted by the **incentive**
engine 735 to a database of reward information 785. In other embodiments
not shown, reports...

...system phone, or other output means well-known to those skilled in the
art.

The **incentive** engine 735 will generate reports on participant
enrollment
statistics, such as.

0 Scheduled reports detailing...
...pre-defined or pre-programmed.

20
Audits that detail the size and activity of each **incentive** program
campaign, broken down by segments.

The **incentive** engine 735 will validate received data to ensure
integrity of the data. For example, program...

...consistency with program data, and goal and
performance data will be verified for consistency with **incentive**
program
parameters.

Turning now to FIG. 8, the diagram illustrates a particular
implementation 800 of...

...methods described in conjunction with FIGS. 3, 4, 5 and 6. System 800 is
computerized **incentive** program system that includes a storage system
for
storing predetermined goal data of a participant...
...to the fields described above, and other pertinent fields can be
included.

Conclusion
A computerized **incentive** system has been described. Although specific
embodiments have been illustrated and described herein, it will...

...the RDBMS described above.

The terminology used in this application with respect to a computerized
incentive system is meant to include all of these environments.
Therefore, it is manifestly intended that...

Claim
I A method for providing **incentive** comprising:
storing predetermined goal data of a participant, the goal data
including at least one...

...performance as the desired level of performance is
determined by the participant.

30 A computerized **incentive** program system comprising:
a storage system for storing predetermined goal data of a participant

and...

1. ...the comparator for transmitting
   the result of the comparison to a destination.

31 The computerized **incentive** program system of claim 30, wherein the
transmitter encodes the result pursuant to the capabilities...display
monitor, a personal digital assistant, and a personal communication
system phone.
27
. The computerized **incentive** program system of claim 30, wherein the
storage system is a computer executing a relational database management
system.

33 The computerized **incentive** program system of claim 30, wherein the
destination includes one or more devices selected from...

...monitor, a personal digital assistant, and a personal communication
system phone. io 34. The computerized **incentive** program system of claim
30, wherein the predetennined goal data further comprises an
identification of...

...one minimum threshold level of performance as the desired level of
performance.

35 The computerized **incentive** program system of claim 34, wherein the
at least
one minimum threshold level of performance...